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Message Text

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61
ORIGIN EB-07

INFO OCT-01 ARA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 L-03 /027 R

DRAFTED BY EB/OA/AVP:JKGORDON:SL
APPROVED BY EB/OA/AVP:SCKEITER
COMMERCE/BDC/TCED:RMYERS,JR.
---------- 130739
P 132200Z JUL 76
FM SECSTATE WASHDC
TO AMEMBASSY MANAGUA PRIORITY

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PROPRIETARY BUSINESS INFORMATION

E.O. 11652: N/A

TAGS: EAIR, BEXP, NU, OTRA (KINGSTON, WILLIAM G., JR.)

SUBJECT: CIVAIR: LANICA REEQUIPMENT

REF: MANAGUA 3303

1. EMBASSY'S EXCELLENT REFTEL WAS PASSED IMMEDIATELY TO BOEING, DOUGLAS AND ALLEGHENY.

2. REGARDING C-46 REPLACEMENT, ALLEGHENY ADVISED THAT THEY HAVE BEEN IN CONTINUOUS CORRESPONDENCE WITH CAPT. MURCIANO. ALLEGHENY UNDERSTANDS THAT LANICA MAY HAVE AN ARRANGEMENT WITH AN AIRCRAFT BROKER IN MIAMI, WHO CAN ARRANGE FINANCING. WILLIAM KINGSTON, OF ALLEGHENY SALES AND SERVICES DIVISION, WOULD APPRECIATE EMBASSY CONTACTING CAPT. MURCIANO TO ADVISE THAT KINGSTON WOULD LIKE TO COME TO MANAGUA TO MEET MURCIANO ASAP, AND, IF MURCIANO AGREES, SETTING UP APPOINTMENT. KINGSTON WOULD ALSO LIKE APPOINTMENT WITH COMMOFF H. VAN DEN BERG
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BEFORE MEETING MURCIANO. USDOC AND DEPT AGREE THAT

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BECAUSE ALLEGHENY IS PRESENTLY WORKING ON THIS PROSPECT, AND BECAUSE CONVAIR 580 SEEMS IDEAL AIRCRAFT FOR LANICA, WE WILL NOT SEEK TO INVOLVE OTHER SELLERS AT THE MOMENT.

3. FOR REPLACEMENT OF CONVAIR 880'S, BOEING AND DOUGLAS CORPORATE SALES OFFICES WERE NOTIFIED. ALLEGHENY ALSO CAN DISCUSS SALE OF SOME OF THEIR BAC-111'S.

4. DEPARTMENT WOULD APPRECIATE EMBASSY ASSISTANCE IN ARRANGING KINGSTON APPOINTMENT. KISSINGER

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To: MANAGUA
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